

A Woman's Perspective

From the Deputy Administrator

U.S. Small Business Administration

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In this issue:

- Letter from Melanie Sabelhaus
- Celebrating Women in Business
- SBA Expo '05
- Business Matchmaking
- Connections & Directions

■ From Melanie

Dear Friends:

It's not too late to register to attend SBA Expo '05 in Washington DC from April 26-28. Expo is a great opportunity to meet other entrepreneurs, network and gain valuable information about business development and the growth of small businesses nationwide.

This year I am particularly excited about the Business Matchmaking event, which will be held for a full day at the start of the Expo. Business Matchmaking, on April 26, is a valuable initiative that sets up one-on-one meetings between small businesses and corporate and federal procurement representatives. It is great to see this networking program in action, especially at SBA EXPO '05.

The other part of SBA Expo '05 that I really look forward to is presenting five awards to the "SBA Outstanding Women of the Year". As you know, I have a strong, personal interest in seeing women entrepreneurs succeed, and it is so gratifying to recognize women who have made outstanding business achievements with the help of SBA. As always, the women we will be honoring this year are extremely talented and resilient. In this newsletter, we will spotlight the five winners of the "SBA Outstanding Women Entrepreneurs of the Year" award.

These extraordinary women inspire me, and I hope they inspire you to achieve your personal business goals!

With Warmest Regards,

Melanie Sabelhaus
Deputy Administrator
U.S. Small Business Administration

■ Celebrating Women in Business!

Women are the Economic Powerhouse of the 21st Century!

And SBA's Expo '05 is holding a luncheon to recognize and celebrate the most powerful force in the economy today - women! The highlight of the "Celebrating Women in Business" luncheon will be the presentation of five "SBA Outstanding Women Entrepreneurs of the Year" Awards.

Like last year's winners, this year's award recipients are outstanding examples of successful women entrepreneurs who got their start at SBA.

Doreen Marks, President of Otis Products, Inc., developed her first prototype for a gun-cleaning kit when she was only 16 and is now a manufacturer of firearms maintenance systems.

Daisy Gallagher, CEO of Gallagher and Gallagher, Inc., started the first small business in Pennsylvania to be awarded federal supplier status under the General Services Administration's schedule for Advertising and Integrated Marketing Solutions.

Jean Thiel, President of the Belonger Corporation, started Wisconsin's first and only women and American Indian-owned mechanical contracting company.

Edna Lopez, President and CEO of COMPA, Inc., is a woman who does it all. As well as being responsible for the management of a company that provides information technology, environmental engineering and management services to select companies and state, local, and Federal government, she is active in the community supporting women entrepreneurs and the Hispanic community.

Sylvia Medina, President and CEO of North Wind, Inc. manages a consulting company that helps the environment, its employees and the community.

This year's "**Celebrating Women in Business**" Luncheon will be held on **Thursday, April 28th, from 12:00 pm - 2:00 pm at the Hilton Washington.** Come celebrate the winners of the "SBA Outstanding Women Entrepreneurs of the Year". I hope you can make it!!

■ **SBA EXPO '05** **April 26- 28, 2005** **Hilton Washington**

The "Celebrating Women in Business" Luncheon is just one piece of a dynamic three-day event that brings together current and potential small business owners, corporations, trade associations, Federal government, and community leaders to celebrate SBA's common vision for the development and growth of small businesses nationwide. Attendees will have the opportunity to participate in an array of events designed to enhance opportunities for entrepreneurs through valuable networking possibilities, unique business assistance and training information, and unparalleled inspiration!

Reasons to attend Expo '05:

- Discover the successes of SBA Outstanding Women Entrepreneurs of the Year, and other state and national small business winners;
- Participate in Business Matchmaking - an initiative that facilitates one-on-one meetings between small businesses and government corporate procurement representatives;
- Gain valuable tools and information to start, manage, and grow your business from experts at our business training sessions; and
- Meet and network with key representatives from Fortune 500 companies, government agencies, trade associations, and other small businesses nationwide.

■ **Business Matchmaking**

Tuesday, April 26, 2005 - 10:00am - 12:00am
(Business Matchmaking briefing 8am - 9:30am)

Business Matchmaking is a public-private initiative created and funded in part by SBA through a cooperative agreement with HP Small Business Foundation.

The Matchmaking initiative works by matching small companies with government agencies and private sector corporations including Fortune 500 companies. The small business and the buyer meet one-on-one, or via phone, and begin discussions for potential business deals.

Business Matchmaking's streamlined process, helps small businesses find the right buyer at the right time. To date, the initiative has created nearly 23,000 appointments for small business owners throughout the U.S.- resulting in more than \$26 million in new business for small businesses.

Online Business Matchmaking, a new and innovative expansion announced earlier this year, promises to greatly extend the reach of the current matchmaking initiative by enabling small business owners to participate in a virtual matchmaking process. Online Business Matchmaking is scheduled start, initially as a pilot phase on April 18 in Denver, CO.

■ Connections & Directions

To learn more about Expo '05 and register, please go to:

<http://www.sba.gov/expo/>

For more information on Business Matchmaking please go to:

www.businessmatchmaking.com

To share your questions, ideas, success stories or tips, please contact Melanie at:

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